



STATE OF MICHIGAN

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GOVERNOR

DEPARTMENT OF MANAGEMENT & BUDGET
LANSING

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DMB purchasing chief to present at national conference

LANSING – Sean Carlson, senior deputy director of the Department of Management and Budget's (DMB) Business Services Administration, has been invited to present a session at Governing magazine's annual Managing Performance Conference. Carlson will discuss Michigan's successful initiatives in high-performance procurement at the conference, which will be held Oct. 4-6 in Austin, Texas.

Managing Performance brings together leaders in state and local government who are working to improve the way they manage their governments. The magazine convenes the conference to allow these leaders to share in the experience and knowledge of the country's most innovative and effective public managers.

Carlson has been instrumental in cutting contract costs, increasing competition for contracts, and eliminating sole-source contracts. Since 2003, the DMB procurement area has cut purchasing costs by \$524 million. He has helped implement DMB's Buy Michigan First initiative, an outreach program that has connected with nearly 3,500 Michigan businesses in doing business with the state.

He is a member of the executive board of the National Association of State Procurement Officials (NASPO). He has been honored as a Distinguished Leader by the National Association of Government Accountants and was named Government Financial Manager of the Year by the Association of Government Accountants. Under his leadership, DMB's purchasing area was honored with NASPO's Cronin Award for innovation and was named Purchasing Agency of the Year by the Michigan Public Purchasing Officers Association. DMB also was recognized twice for Achievement of Excellence in Procurement by the Michigan Public Purchasing Officers Association; Michigan was the only Midwestern state to receive this honor, and one of only five states to be recognized in consecutive years.

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